

February 1993

Rumors

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Against the Grain

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Against the Grain

"Linking Publishers, Vendors and Librarians"

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Highlights

- 7 / Sibling Rivalry
- 49 / For Your Information
Madonna
- 47 / Publisher's Profile
Columbia University Press
- 48 / Library Profile
*University of California,
San Diego*
- 24 / Acquiring Minds Want to Know
Educational Opportunity
- 27 / Group Therapy
Title Changes
- 28 / ATG Interview
Connie May Fowler
- 36 / Legally Speaking
*The North American Free Trade
Agreement*
- 49 / Off the Wall
Buy it or Return it
- 37 / Bet You Missed It
In the News, Press Clippings
- 18 / Call for Ideas
1993 Charleston Conference



This issue of *Against the Grain* was printed on recycled paper.



If Rumors Were Horses

EBSCO Industries, Inc. and Majors Scientific Books, Inc. have announced the acquisition of the Majors Scientific Subscriptions Division by EBSCO Subscription Services.

Also, EBSCO Industries, Inc., and The British Library have agreed to jointly market the Document Supply Centre's new table of contents service and its well-established, worldwide document supply service. The table of contents service contains information for approximately 10,000 serials for which document supply is available.

Wonder of wonders — Jay Askuvich, General Sales Manager of Midwest Library Service tells us they are adding a new salesperson to their staff. His name is Jim Tucker who will work out of Atlanta as their Southeastern Sales Representative. Mr. Carl Dorr has now taken on the responsibilities as Midwest's Mid-Atlantic Regional Manager.

Guess what? Doina Farkas is leaving the University of Florida to become Assistant Director for Technical Services at North Texas State in Denton, Texas. Congratulations, Doina!

Ambassador Book Service is 20 years old. Congratulations to Gary Herald and all of his gang!

Surprise — Surprise! Linda Moran, formerly Vice President of Approval Programs at Ballen Booksellers Int'l., Inc., has accepted the position of North American Sales Manager for Collets — the U.K. based bookseller and subscription agent. She will be responsible for organizing and operating Collets first U.S. office, representing the company's interests including the specialist Slavic Publications Service. Collets now has offices in Moscow, Cologne, Prague, New York, and representatives in many more countries!



And something else is new. Academic Book Center has announced the addition of Ms. Jackie Thompson to the sales management staff as Sales Coordinator of its Professional Book Center division, effective February 1, 1993.

Jackie will be reporting to Bob Schatz, who was recently named Director for Sales for the company. All of us remember Jackie from many Charleston Conferences especially the last one where she brought her darling little boy. Congratulations and good luck, Jackie!

The indefatigable Buzzy Basch of Basch Associates has conquered his pneumonia and has scheduled two semi-

continued on page 51

Rumors

continued from page 1

nars in North America in 1993 — Boston in May, and New Orleans in June. For further information, phone (312) 787-6885.

Heard from **Julia Gelfand** (UC, Irvine) over the internet the other day. She is in England "sabbaticalling" and sends her best wishes. She reports seeing the likes of **Liz Chapman** (University of Oxford) and **Gordon Graham (LOGOS)** to name only a few and remarks that she doesn't dread earthquakes in England at least, though she does get nervous periodically about the IRA.

Ron Ray has left **Rutgers** to become Acquisitions Librarian at the **University of the Pacific**. Quite a dramatic move. Don't forget your East Coast friends, Ron!

We hope you are all aware of *The Librarians' Yellow Pages* which appeared on the scene at ALA Midwinter and which is an amazing tour de force by an amazing woman, **Raissa Fomerand**, owner of **Garance, Inc.**, an advertising agency. Raissa is a librarian, believe it or not, and made her dream come true. If you want a copy of the *LYP*, contact her at 800-235-9723.

After eight years as the Southern Representative for **Faxon**, **Judy Luther** is beginning new responsibilities in the area of technical support as **Faxon** implements their system upgrade. **Timothy Turner** is Southern Representative taking Judy's place (if that's possible).

And **Edna Laughrey** has accepted a 50% appointment as **Director of Huron Valley Library System**. Based in Ann Arbor, Michigan, Huron Valley Library System is a cooperative of sixteen public libraries. Where there's a library, Edna's not far away.

Don Jaeger, President of **Alfred Jaeger, Inc.**, writes with news of **Con Jager**, who worked with **Swets** and **Martinus Nijhoff** before leaving for Europe 2 1/2 years ago. Con is now working for a British company called **Automated Library Systems (ALS)** and is in their Netherlands office. He can be reached at 01131104374255.

Con looks forward to seeing his old friends at ALA meetings and at the NASIG Conference at Brown University this summer.

If you ever have an air mattress that needs to be pumped up, call **Lyman** (the magnificent) **Newlin**. Santa brought Lyman a \$34 air pump for Christmas!

The Law Librarians' Society of Washington, D.C. is presenting **INformation EXposition '93 (INEX'93)** on March 19 at Washington, D.C.'s Convention Center. **InEX'93** is a day-long exhibition and vendor fair and major vendors of library products and services will be represented. For more information, contact **Jane Towell** at 202-778-2133 or **Ann Simpson** 703-641-4332, Co-Chairs of the **INEX'93** Publicity Committee.

And **Azalee Sain** (NC Community Colleges) is enjoying her time as a new grandmother even if it did keep her away from the **1992 Charleston Conference**. Congratulations, Azalee. We also heard from **Ruth Armstrong** (Orlando, Florida) who sends her regrets that she missed the 1992 conference. Hello to both of you. We missed you.

Speaking of the 1992 Charleston Conference, **Karen Muller** (Executive Director ALCTS, among other things) who attended the conference wrote up a report in the *ALCTS Newsletter* (v.4#1, 1993). Thank you, Karen. Thanks are also due to **Wilda Williams** who covered the 1992 Conference for *Library Journal*. Her report appears in the December issue.

Paul Parey Scientific Publishers will no longer maintain an office in the USA. All inquiries, orders, claims, payments should be made directly to the German office at: **Paul Parey Verlag**, Spitalerstrasse 12, D-2000 Hamburg 1, Germany: telephone: 011-49-40-339-69-0. Fax 011-49-40-339-69-199. Any questions may be answered by **Ingrid Risop**, former US Representative of Parey, Telephone 212-679-0782. The reason for the closing is new ownership/management that is not focusing on the science part of the publisher. All subscriptions will be fulfilled through 1993. Announcements for 1994 will be

made from the German office. **Ingrid** will operate under her company name (**IR Publications Ltd**) and will continue to do direct mail and marketing service for some European publishers with English language professional titles.

Visible at ALA Midwinter was **Sandra H. Hurd** who has joined **EBSCO** as director of library automation. Sandra is a graduate of Simmons College in Boston and has her masters of science in Library and Information Science.

EBSCO's annual *Index Medicus™ Price Study* tracks price fluctuations among biomedical journals listed in *Index Medicus™*. The third edition which covers 1988-1992 is now available. The average biomedical title published in 1992 cost \$280 (USD) compared to \$184.20 in 1988 (a 52% increase) according to the study. Copies are available free of charge from EBSCO.

The Society for Scholarly Publishing will hold its 15th Annual Meeting from June 16-18 at the Hyatt Crystal City in Washington, D.C. The theme is — Changing Roles in Publishing, What Will We Be Tomorrow?

And we have received the brochure for **Charles (The Grandfather) Germain's** latest creation **PCG — Publishers Communication Group, Inc.** which will provide marketing, acquisition, and customer service support to foreign scientific, technical and medical publishers. It looks very great. Address — **PCG**, 875-81 Massachusetts Avenue, Cambridge, MA 02139. Telephone: 617-497-6514. FAX 617-354-6875.

The Out-of-Print and Antiquarian Book Market Seminar, hosted by the **University of Denver** with Co-Directors, **Jacob L. Chernofsky**, editor and publisher of *AB Bookmans Weekly*, and **Margaret Knox Coggin**, professor emerita, University of Denver, will take place August 9-14 in Denver, Colorado.

Reed Reference Publishing has announced some promotions! **Drew Meyer** is Executive Vice President, Finance & Operations, **Peter Simon** is Senior Vice President, Database Pub-

lishing, **Stanley Walker** is Senior Vice President, Marketing, and **Eileen Purelis**, is now Vice President, Human Resources. The **Reed Reference Publishing** family of companies includes **R. R. Bowker**, **Martindale-Hubbell**, **National Register Publishing**, **K.G. Saur** and **D.W. Thorpe**. RRP is headquartered in New Providence, New Jersey.

Marquis Who's Who and the **American Board of Medical Specialties** have signed an agreement to combine their individual directories of board certified physicians and publish a single, annual edition under the name of **The Official American Board of Medical Specialties Directory of Board Certified Medical Specialists**. The first combined edition will be published in the fall of 1993.

Can indexes that are displayed for searching by visual inspection share standards with "non-displayed" indexes that are searched by means of electronic comparison and matching? This question dominated the recent deliberations of the third meeting of the **National Information Standards Organization (NISO)** committee on standards for indexes. The committee decided that for the time being the standard will refer to "displayed" and "non-displayed" indexes. Since many electronic indexes are displayed for browsing and searching, this distinction is not based on index medium (e.g., print versus electronic) but is a result of the type of search interface provided to the user. The committee also decided to move most of the standard's large and expanding glossary to an appendix, keeping only the most essential definitions as a formal part of the standard and to attempt to align the definitions in the indexing standard with those in the recently released NISO standard (Z39.19-199x). To receive copies of the next draft of the indexing standard, contact: **James Anderson**, Rutgers University, 4 Huntington St., New Brunswick, NJ 08901. Phone (908)932-7501. Internet: IN%janderson@zodiac.rutgers.edu".

Announced enthusiastically at Midwinter by **Sandy Paul**, the standards maven, was the decision of the **X12 Committee** that in 1997 they would

move to the international file transfer standard — **EDIFACT**. For those of you who remember such things, **Jane Maddox** shared some information for **ATG** readers on **EDIFACT** in the September, 1992 issue. No, Sandy did not tell us about this at the ALAP dance. (I don't know what ALAP stands for but it's a group of rabid types who seem to have been stranded in Chicago one snowy Midwinter and who like to remember it every year come, as they say, hell or high water.)

And another **Sandy Paul** bulletin — **The Copyright Clearance Center** has agreed to give up their journal descriptor and to replace it with the **SICI** (The Standard Item and Contribution Identifier). So — for more on the **SICI**, see **Chaos**, this issue.

Stephanie Beverage, Southwest Sales Representative, **Midwest Library Service**, married **John Sparks** on October 28, 1992. Stephanie and John will reside in Fullerton, California.

Karen Schmidt writes that their son, **Jacob Perrin Elterich** was born November 24, 1992. He weighed 8 pounds and 1 ounce and was an incredible 24 inches long. The splendiferous **Lyman Newlin** is the lucky little boy's honorary grandfather. Karen returned to work half-time on February 1.

And there's more on the baby front — **Richard Jasper** writes that **Kay Cook Granskog** was delivered of a daughter, **Claire Elizabeth Granskog**, on October 26, 1992, at Sparrow Hospital in Lansing, Michigan. Claire Elizabeth weighed 7 lbs. 9 oz. and was 20 1/4 inches long.

Data Research Associates, Inc. (NASDAQ: DRAI) announced January 28, 1993 that it has signed a Letter of Intent for the purchase of the library automation systems and other related assets of **Inlex, Inc.** DRA intends to purchase the assets for an undisclosed cash amount, subject to the execution of a definitive asset purchase agreement and other conditions. The proposed assets to be purchased include Inlex's automation systems software; all rights for the sales, licensing and distribution of Inlex's third-party products; all rights and obligations under each of Inlex's support

agreements; and all intellectual property rights related to Inlex's automation system. Inlex is headquartered in Monterey, California and its automation system is installed at more than 110 customer sites. DRA is headquartered in St. Louis, Missouri.

Leigh Watson-Healey is Vice President for Marketing at **Research Publications**. And she is still as gorgeous as ever.

The Saunderstown Press (Rhode Island) announces the publication of the 1993 edition of **How to Write an Effective Resume** by **Allen A. Johnson**. The book is available for \$4.95.

The Friends of the Jacksonville Public Library brought sixteen authors together one weekend in November, 1991. Included in the weekend festivities were dinner parties with guest authors held in showcase homes, a private welcome reception for the authors at the magnificent home of **Mary Jane** and **Jack Uible**, a day of free seminars, readings, panel discussions, and signings at Jacksonville University, a luncheon with the authors featuring keynote speaker **George Plimpton** and a reception for presentation of the authors at the Jacksonville Public Library and hosted by the Mayor of Jacksonville. Your Editor was there and it was wonderful. Other old friends included **Phil May** (**Mumford Library Books**), one of the movers and shakers behind the festivities and **Andrew Farkas** (**University of North Florida**), whose books were also featured.

The wonderful **Pam Cenzer** (**University of Florida**) (she kind of reminds us of **Kirstie Alley** with blonde hair) has started a trend of wearing reading glasses. Her daughter just turned five.

Birthdays. As we get older and older (or younger and younger as the case may be) birthdays become less and less — well — fun. Not so with **Barry Fast** (**Academic Book Center**). Happy Birthday, Barry.

And, last but not least, **John Cox** (the copyright guy) is now General Manager, Blackwells.

Rumors are made to be forgotten and we are sure that we have missed some. Still — keep them coming! ☺